

Argonne National Laboratory

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Argonne National Laboratory is a research and development laboratory owned by the U.S. Department of Energy (DOE) and operated by the University of Chicago.

Argonne is organized into more than 30 divisions focusing on diverse scientific disciplines, such as chemistry, materials science, energy and environmental technology, mathematics, and computer science. Argonne's technical programs cut across these divisions to meet research and development objectives. Through basic research and applied research and development partnerships with industry, Argonne advances the state-of-the-art in all of these fields. Argonne also operates many unique research instruments and facilities to support its research and development objectives.

Argonne is located on a 1,700-acre site 25 miles southwest of Chicago. It employs 4,300 people, nearly half of whom are scientists and engineers. A second Argonne site in Idaho Falls, Idaho, employs about 700 people.

CANDO

The Chicago Association of Neighborhood Development Organizations
343 S. Dearborn, Ste. 910 • Chicago, IL 60604
Phone: 312-939-7171 • Fax: 312-939-7236
Contact: Ted Wysocki, Executive Director

CANDO is the largest citywide coalition of economic development organizations in the United States, with over 85 nonprofit Chicago neighborhood-based retail and industrial development organizations and over 120 citywide nonprofit and for-profit firms as members. CANDO is chartered as an Illinois Not-for-Profit Corporation. For over 17 years, CANDO has actively interacted with the public sector (City of Chicago, State of Illinois, and the Federal Government) and with the private sector (retail and industrial businesses constitute the membership base of our nonprofit CANDO Voting Member organizations; and over 40 banks are CANDO Affiliate Members). CANDO is the critical link between these sectors to promote the redevelopment of Chicago's neighborhoods.

Our mission is to promote commercial and industrial revitalization in Chicago's neighborhoods; to serve as liaison between member groups and Government agencies, foundations, news media, and other institutions; to provide technical assistance to neighborhood development organizations; to make financing available to neighborhood retail and industrial businesses; and to formulate public policies or respond to existing ones without regard to partisan politics.

CANDO's work can be divided into six major programs:

- 1. Industrial Expansion:** Bringing resources together to expand Chicago's precious manufacturing job base.
- 2. Retail Attraction:** Improving the quality of neighborhood life by filling missing market needs in retail areas.
- 3. The DEED program:** Enabling low-income neighborhoods to plan & implement their own development strategies.
- 4. CANDO City-Wide Development Corporation:** Financing Neighborhoods: Capitalizing neighborhood businesses and property owners to strengthen the local economy.
- 5. Self-Employment Loan Fund & Business Development Services:** Financing for emerging women- and minority-owned businesses to help them grow.
- 6. CANDO Member Services and Capacity Building:** Providing expertise to enhance neighborhood retail and industrial business organizations.

The Congressional Task Force on Manufacturing

Rep. Bob Franks (R-NJ), Co-Chair
225 Cannon HOB
Washington, DC 20515
Phone: (202) 225-5361
Fax: (202) 225-9460

Marty Meehan (D-MA), Co-Chair
2434 Rayburn HOB
Washington, DC 20515
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General Mission. The Congressional Task Force on Manufacturing, formed in 1993, is a congressional member organization devoted to the study of manufacturing conditions in the United States. The purpose of the bipartisan Task Force is to call to the attention of Congress and the President the importance of the manufacturing sector and the obstacles that American manufacturers face. The primary goal of the Manufacturing Task Force will be to conduct an analysis of the relative strengths and weaknesses of the American manufacturing sector with regard to our worldwide competitiveness, and to issue reports and legislative proposals designed to aid manufacturers in improving workforce skills, enhancing technology development and transfer, increasing savings and investment, strengthening U.S. competitiveness, expanding exports and encouraging innovation.

Specific Objectives. The bipartisan Congressional Task Force on Manufacturing will study economic conditions related to the manufacturing sector. These will be compared with the conditions of major American competitors. The conditions to be studied include, but are not limited to, production costs, tax treatments, research and development incentives, market accessibility, regulatory costs/benefits, labor markets, and legal systems.

The Task Force will conduct meetings and briefings/hearings in Washington and in industrial regions of the United States, and it will invite testimony from manufacturers, trade associations, academia, labor, state and federal government agencies involved in commercial and economic development, and trade officials. While the Manufacturing Task Force will cover all types of manufacturers, particular attention will be given to small and medium-sized firms. In July 1994, the Task Force issued its first report to Congress and the President

The Congressional Task Force on Manufacturing provides its members with an array of services, including Capitol Hill briefings, informative publications, field forums, legislation drafting, testimony assistance, and Dear Colleague distribution. As a bipartisan group that transcends the congressional committee structure, the Manufacturing Task Force is able to take a comprehensive look at the problems facing America's manufacturing sector and to suggest federal policies that could help overcome those problems.

Commonwealth Edison Company

1919 Swift Drive • Oak Brook, Illinois 60521

Phone: (630) 684-3711 • Fax: (630) 684-3719

Contact: James Kiriazes, Industrial Programs Manager

Chicago-based ComEd is the Nation's third-largest consumer electric utility and is engaged principally in the production, purchase, transmission, distribution, and sale of electricity to both wholesale and retail customers. ComEd is the only regulated subsidiary of the Unicom Corporation, which has approximately 180,000 shareholders and was incorporated in 1994 to become a National leader in energy and energy-related services.

The Unicom Corporate structure was organized to maintain a leadership position within ComEd's existing service area, while simultaneously building a portfolio of National energy to meet and exceed the needs of a competitive marketplace. In the new, unregulated energy market, Unicom will remain an intense local retailer, committed to building significant revenue streams from unregulated product and service lines. Unicom's unregulated subsidiaries include:

- **Unicom Thermal Technologies, Inc.** This subsidiary provides district cooling and other energy-related services throughout North America. Based in Chicago, which is now home to the world's largest ice-based district cooling system, Unicom Thermal Technologies has also launched new business ventures in Boston, Las Vegas, Houston, and Windsor, Ontario, Canada.
- **Unicom Energy Services, Inc.** Created in May, 1997, Unicom Energy Services will provide "one stop energy shopping" to commercial and industrial customers throughout the Midwest. Through this new subsidiary, Unicom will offer advisory services to customers to increase energy efficiency via energy monitoring; improved indoor air quality; and upgraded lighting, heating, and cooling systems.

In July 1997 Unicom Energy Services and AlliedSignal formed a strategic alliance to market Allied-Signal's TurboGenerator, which is a lightweight, cost-effective power source that will be a new tool in the competitive market sparked by deregulation of the Nation's electric utility industry. The TurboGenerator is the world's most promising distributed generation source, and will provide commercial and industrial customers with clean, quiet, portable, on-site energy generating capability that can eliminate the need to buy power at peak rates and provide cogeneration capabilities for additional thermal requirements. Unicom and AlliedSignal expect that distributed generation products like the TurboGenerator will account for 40% of all new power generation within the next 10 years. In July 1997 Unicom Energy Services announced an Energy Performance Contract with the Great Lakes Naval Base to reduce the facility's energy consumption by 30%. The contract, valued at \$5 million, initially targeted 94 of the more than 1,100 buildings at Great Lakes, which is the Nation's only remaining Naval Recruit Training Center.

Then, in August, 1997, Unicom Energy Services and Sonat Marketing company, L.P., the natural gas marketing subsidiary of Sona Inc., announced the formation of a natural gas marketing joint venture company – named Unicom Gas Services – to sell retail natural gas and related services to commercial and industrial customers throughout the Midwest region.

At Unicom, natural gas added significantly to the company's growing portfolio of energy products and services. Collectively, these marketing initiatives will transform Unicom from an electric utility to an integrated energy company.

- **Unicom Energy Resources, Inc.** This subsidiary focuses on the development of power projects and other business ventures such as Unicom's Strategic Alliance with AlliedSignal to market the TurboGenerator.

Council of Great Lakes Industries

1968 Green Road, P.O. Box 134006, Ann Arbor, MI 48113-4006

Phone: (313) 663-1944 • Fax: (313) 663-2424

The Council of Great Lakes Industries (CGLI) is a non-profit association uniting major Canadian and U.S. firms and associations interested in influencing policy in the Great Lakes basin. The Council was formed in 1991 by a group of Great Lakes firms and the Federal Reserve Bank of Chicago, with a mission to promote the economic growth and vitality of the region, in harmony with its human and natural resources (sustainable development).

Membership

American Forest & Paper Assoc.	BASF	Bayer Rubber Corporation
Browning-Ferris Industries	Canadian Chlorine Coordinating Ctte.	Canadian Petroleum Products Institute
Chlorine Chemistry Council	CN North America	Dow Elanco
Dow Chemical Canada, Inc.	Clark Hill	ERIM International, Inc.
Eastman Kodak Canada	The Dow Chemical Company	Ford Motor Company of Canada
Falconbridge Limited	Eastman Kodak Company	Georgia-Pacific Corporation
General Motors Corporation	Ford Motor Company	ITT Automotive
Holnam, Inc.	Geon Corporation	Occidental Chemical Corporation
New York Power Authority	INCO Limited	
Xerox Corporation	Ontario Hydro	

Through working relationships with National associations, CGLI represents over 200 companies with significant investments, facilities, products, or services in the Great Lakes region.

CGLI is a virtual organization. Members prioritize CGLI's agenda based on emerging policy issues and projects they are willing to commit corporate resources to accomplish. The work of CGLI is based on a commitment to a public-policy process in and affecting the Great Lakes region where policy is based on an integrated view of economic, societal and environmental issues. Robert Stempel, retired Chairman of General Motors, is the Chairman of the Board of Directors made up of corporate officers of member firms. George Kuper is President and Chief Executive Officer.

Issues currently on CGLI's agenda include the management of persistent toxic and bioaccumulative substances, land use, transportation, trade, manufacturing supply chain integration and energy.

CGLI has sponsored two Roundtables on North American Energy Policy. The first in October 1995 in Montreal confirmed that there are business opportunities for industry by incorporating public concerns regarding global climate change issues in strategic plans. The second Roundtable, convened in April 1997 at the Cantigny Estate in suburban Chicago, identified specific business opportunities for the Great Lakes region at the same times as responding to public concerns about global climate change.

The agenda was based on the assumption that, even if the scientific community is uncertain, the perception of global warming problems will lead to efforts by public decision makers to mandate reductions in carbon dioxide generation (and other greenhouse gases) from industrial activities. The science behind global climate change forecasting was not a subject of either Roundtable. Funding for these Roundtables was supplemented by the Joyce Foundation with additional support from the Robert R. McCormick Foundation.

East West Corporate Corridor Association

701 East 22nd Street, Suite 221 • Lombard, Illinois 60148-5080

Phone: (630) 691-8718 • *Fax:* (630) 691-3988

Contact: Bonnie J. Wood, Executive Director

The East-West Corporate Corridor Association (EWCCA) provides a consensus-building forum to develop a common voice in the business community to address key issues. It is a unique organization which provides an alliance through which its membership explores issues of critical importance to business success in the Chicago area. The EWCCA provides a common voice for addressing long-term strategic interests, such as economic development, Government relations, education and workforce issues.

Communication, cooperation and corporate citizenship are essential to meeting EWCCA member needs in the business community. More than 135 companies and organizations comprise the EWCCA. They represent over 100,000 employees in the Chicago suburban area.

Membership provides linkages to corporate peers facing similar circumstances and decisions and, as a result, interest in parallel issues. EWCCA's organizational structure provides opportunities for involvement at many levels, from direction at the Board level to "hands on" participation of practitioners.

Direction and vision for EWCCA are initiated by the Board of Directors in conjunction with members and staff. Work plans are developed to define broad objectives and specific projects. Active committee involvement provides the ability to accomplish these organizational objectives.

Current committees include Human Resources, Economic Development, Government Relations, Transportation, Education and Finance.

The Energy Resource Center

The Energy Research Center M/C 156 • University of Illinois at Chicago
851 South Morgan Street, 12th Floor • Chicago, Illinois 60607-70554

Phone: (312) 996-4490 • *Fax:* (312) 996-5620 • *Web:* www.erc.uic.edu

Contact: Michael Chimack, Senior Research Engineer • *E-mail:* mchimack@uic.edu

The Energy Resources Center (ERC) is a University of Illinois at Chicago interdisciplinary research and public service organization. It was established in 1973 by the University's Board of Trustees to conduct studies in the field of energy and to provide local, State, and Federal Governments and the public with current information and advice on energy technology and policy.

The Center's professional research staff has been drawn from a variety of university disciplines. For almost two decades the Energy Resources Center has worked with local, State, and Federal Government agencies, National laboratories, legislative commissions, energy industries, public utilities, and public interest groups on a broad range of projects. Specific areas of expertise include energy conservation, public service, energy technology evaluation, energy education and professional training.

The technical engineering professional staff has the capabilities to carry out on-site energy efficiency and mechanical system analysis, and review of manufacturing processes to achieve greater efficiency. For specific details on a wide variety of applications and capabilities contact Michael Chimack.

First Utility Finance

A First National Bank of Maryland Company

305 West Chesapeake Avenue • Fourth Floor • Towson, MD 21204

Phone: (888) 512-4780 ext 1 • *Fax:* (888) 512-4785

Contact: Louise P. Kelly

First Utility Finance specialized in designing and administering comprehensive, private label, equipment finance programs for electric power utilities and their non-regulated affiliates. First Utility Finance is backed by the substantial resources of First Maryland Bancorp, an \$18 billion subsidiary of the \$50 billion Allied Irish Banks, the largest bank in Ireland.

First Utility Finance provides an array of energy efficient equipment finance solutions for consumers, businesses, commercial property owners, government entities and not-for-profit organizations:

- unsecured installment loans
- credit cards
- home equity loans
- commercial and residential service contracts
- commercial term loans
- a variety of commercial lease types
- tax exempt municipal leases
- federal government contracts
- shared savings and guaranteed savings contracts
- end use contracts
- commercial construction and permanent mortgages
- financing alternatives for under served customer segments

....truly a one stop shop for energy project financing for ALL of an electric power utility's divers and comprehensive customer segments

And that's not all - First Utility Finance provides consultative marketing support in the following areas:

- market segment analysis
- target marketing
- contact data base development
- credit risk analysis
- market sizing
- value proposition analysis
- direct mail strategies
- trade ally network strategies
- special invoicing techniques
- and more

First Utility Finance has the experience and resources to put in place today a comprehensive customer finance program for the forward thinking electric power utility that seeks to achieve corporate objectives, enhance marketing program results and expand customer loyalty well beyond tomorrow.

First Chicago NBD Corporation

One First National Plaza • Chicago, IL 60670

Phone: (312) 732-4000 • *Fax:* (312) 732-5976 • *Web:* www.fcxbd.com

First Chicago NBD Corporation, the Nation's 9th largest bank holding company, is the Midwest's market leader in providing financial services to consumers, middle market companies and large corporations.

First Chicago NBD provides focused and sophisticated financial services to corporate and institutional customers in the United States and major international markets. These include corporate banking services such as credit, cash management, and risk management.

The Corporation also provides domestic and international financial services to middle-market companies through its American National Bank and NBD Bank subsidiaries.

LaSalle National Bank

135 South LaSalle Street • Chicago, Illinois 60603-3499 • Phone: (312) 904-2000

For seventy years, LaSalle National Bank has been serving businesses, institutions and individuals throughout Chicago and the Midwest. Our full range of convenient, flexible services and products helps our customers achieve their banking objectives. LaSalle's progress is a measure of our customers' success. We are now one of the Midwest's largest commercial banks with assets of more than \$14 billion. LaSalle is a subsidiary of ABN AMRO North America, Inc., the North American subsidiary of ABN AMRO Bank, N.V. With assets of more than \$385 billion, ABN AMRO is one of the twenty largest banks in the world and has more than 1,600 locations in over 68 countries across the globe.

Sophisticated Technology and Superior Support. LaSalle is committed to using technology to help our clients enhance their treasury management operations. With our resources and expertise, we can put technology to work for you... saving time and money and improving performance. We know that customer service is just as important as technology. Our professionals are ready to provide solutions tailored to your individual requirements.

Industry Expertise. LaSalle offers clients the benefits of a bank with special industry expertise. Businesses in a variety of industries rely on our in-depth knowledge of their markets, including:

- healthcare
- insurance
- contracting
- commercial real estate
- correspondent banking
- construction
- industrial
- manufacturing
- transportation

We can provide financing for leveraged buyouts and acquisitions, as well as employee stock option plans (ESOPs). Through our subsidiary, LaSalle National Leasing Corporation, we provide financing for a wide variety of equipment needs. The nationwide full-service lessor specializes in tax-oriented leasing services to manufacturers, distributors, and service organizations.

Comprehensive Services. LaSalle provides a full range of products and services to help our clients meet their business objectives.

Commercial Banking. Credit and non-credit serves for middle-market businesses — and their owners and managers — and for correspondent banks, including lending and real estate services.

Treasury Management. Innovative, easy-to-use suite of treasury management tools for computers includes CashPro+® and CashPro Trader+™. Other automated solutions include Comprehensive Payables Service, Purchasing Card, Lockbox and Electronic Data Interchange.

International. Trade finance services, export financing, letters of credit, documentary collections and payment orders. Our state-of-the-art trading room provides a full range of foreign exchange services.

NICOR/Northern Illinois Gas

1844 Ferry Road • Naperville, Illinois 60563

Phone: (630) 305-9500, ext. 2829 • Fax: (630) 983-9183 • Web: www.nicorinc.com

Contact: Bob Mudra, Senior Market Planner • E-mail: bmudra@nicorinc.com

Company Description. NICOR Inc. is a holding company. Its principal businesses are Northern Illinois Gas, one of the Nation's largest gas distribution companies, and Tropical Shipping, a containerized shipping business which operates between Florida and the Caribbean. NICOR also owns several energy-related subsidiaries and is a partner in NICOR Energy, a provider of unregulated energy products and services.

Northern Illinois Gas is the largest natural gas distribution company in Illinois, serving about 1.9 million customers. They operate a 28,000-mile distribution system and one of the largest underground storage aquifer systems in the nation.

Description of relevant programs or products:

1. *Engineering Analysis.* NICOR's engineering experts will perform analysis of customer facilities to determine the most efficient energy applications for a given facility. Customers can receive studies on a variety of applications, including: cogeneration, process heat treating, plastics, prime movers, cooling and desiccants to name a few.
2. *Energy Procurement and Management.* Formed as a joint venture of NICOR and NGC Corporation, NICOR Energy offers natural gas, electricity and related retail services to industrial, commercial and residential customers throughout the midwest. NICOR Energy also offers special commodity pricing options. And, as a Federal Energy Regulatory Commission (FERC) power broker, NICOR Energy will be able to offer customers electric service when electric deregulation takes effect.
3. *Performance Contracting.* From start to finish, NICOR develops and manages energy-related capital projects such as cogeneration, chiller replacements and lighting retrofits. We facilitate everything from design, financing, construction and operation to performance guarantees to help you save money and build a competitive business.
4. *Research, Testing and Product Commercialization.* NICOR offers solutions to your operational, engineering and procedural concerns. Our services also include: underground piping installation, corrosion protection, field testing of gas distribution systems, development and commercialization of energy products and consulting services.
5. *Alternative Fuel Vehicles.* NICOR will work with your company's transportation team to convert your fleet of vehicles to operate on clean-burning natural gas. Operating your fleet on natural gas may help you comply with state or federal environmental regulations.

NORBIC, North Business & Industrial Council

2500 West Bradley Place • Chicago, Illinois 60618

Phone: (773) 588-5855 • *Fax:* (773) 588-0734 • *Web:* www.norbic.org

Contact: Carl B. Bufalini, President and CEO • *E-mail:* norbic@worldnet.att.net

The North Business & Industrial Council, NORBIC, is a membership driven not-for-profit corporation whose mission is to promote business growth within the Chicago metropolitan area. By pooling the resources of corporations, Government agencies and economic development organizations, NORBIC provides hands-on technical and professional assistance to over 1,700 manufacturers and 260 members. Services offered by NORBIC include the Small Business Development Center, International Trade Center, NAFTA Opportunity Center, Procurement Technical Assistance Center, Local Industrial Retention Initiative, Model Industrial Corridor Program, Technical Services Program, and Pollution Prevention Program.

NORBIC works at the behest and direction of its member companies to address an array of issues — from those directly related to business operations (i.e., city services, financing, expansion) to those affecting the quality of life in Chicago, such as unemployment, crime, education, training, and transportation. In general, NORBIC serves as an advocate, advisor, resource, and facilitator on behalf of its members in working with, or bringing together both the public and private sectors.

NORBIC maintains contacts with the City of Chicago's Department of Planning and Development and Illinois' Department of Commerce and Community affairs, as well the U.S. Departments of Commerce, Energy, Defense, and Labor.

Northeast-Midwest Institute

The Center for Regional Policy

The Northeast-Midwest Institute, the Center for Regional Policy, is a nonprofit research and public education organization dedicated to the long-term economic vitality of the northeastern and midwestern states. It conducts research, develops public policies, provides technical assistance, sponsors regional conferences, and distributes publications.

The Institute is unique among Washington policy centers because of its close working relationship with the Northeast-Midwest Congressional and Senate Coalitions. Founded in 1976, the Congressional Coalition, co-chaired by Reps. Marty Meehan (D-MA) and Bob Franks (R-NJ), is a bipartisan group of nearly 100 representatives who recognize the common problems facing their states. The Northeast-Midwest Senate Coalition, formed in 1978 and co-chaired by Sens. Jim Jeffords (R-VT) and Daniel Patrick Moynihan (D-NY), has 36 members. Together the Coalitions seek to inform members of Congress about the impact of Federal legislation and build consensus on issues of regional importance.

The Institute sponsors the Northeast-Midwest Leadership Council, a distinguished panel advising members of Congress on issues affecting the region's future. Composed of corporate, academic, and labor leaders, the Council presents the private-sector viewpoint on how public policies should be shaped to create jobs and expand business.

States served by the Institute and Coalitions are: Connecticut, Delaware, Illinois, Indiana, Iowa, Maine, Maryland, Massachusetts, Michigan, Minnesota, New Hampshire, New Jersey, New York, Ohio, Pennsylvania, Rhode Island, Vermont, and Wisconsin.

Peoples Energy Corporation

Economic Development Services
130 East Randolph Street • Chicago, Illinois 60601
Phone: (312) 240-4892 • Fax: (312) 240-4867
Contact: Jerry B. Todd

Peoples Energy Corporation was incorporated in 1967 and is a holding company for several energy and energy related subsidiaries.

Peoples Gas and North Shore Gas, both operating public utilities, are engaged primarily in the purchase, storage, distribution, sale, and transportation of natural gas. Peoples Gas has 2,804 employees serving approximately 839,000 residential, commercial, and industrial retail sales and transportation customers within the City of Chicago. North Shore Gas has about 137,000 customers in suburban Chicago and Northeastern Illinois.

Three other wholly owned subsidiaries of the Company are Peoples Energy Services Corporation (Peoples Energy Services), Peoples NGV Corp., and Peoples Energy Resources Corp. (Peoples Energy Resources). Peoples Energy Service offers natural gas and energy management related services. Peoples NGV Corp. is a participant in a partnership that was formed to develop on-site fueling services for natural gas-powered fleet vehicles. Peoples Energy Resources pursues energy-related ventures. Neither the three subsidiaries nor any of their partners are regulated as a public utility.

Peoples Energy provides free, confidential consulting services to help retain, attract and develop local business. These services include

- Location assistance
- Technical Energy expertise
- Energy Cost-Benefit Analysis
- Demographic Information
- Incentives for Innovative Gas Technology
- Gas Transportation Services
- Referral Services.

Valley Industrial Association

2111 Plum Street • Aurora, IL 60506-3295
Phone: (630) 892-4228 • *Fax:* (630) 892-4280
Contact: Colleen M. Ruddy, President

The Valley Industrial Association (VIA) is a trade association representing the interests of manufacturing and those companies who serve manufacturing in the Fox Valley, an area 50 miles west of Chicago stretching from Elgin in the north to Aurora in the south.

It has earned its long history (chartered in 1902) and powerful reputation for serving its member by:

- being the manufacturer's advocate in legislative matters;
- conducting research on Government regulations and business conditions for its members;
- compiling annual wage, salary, and personnel surveys;
- offering educational and training seminars;
- providing networking opportunities.

Membership in the VIA provides companies with the chance to make valuable contacts with peers and clients, to stay on top of developments that affect the cost of doing business in the region and effectively to do business better.

Benefits to membership in the VIA include

- exchange of information with companies in similar businesses;
- participate and share information from the VIA surveys, including: Factory Hourly Rates of Pay; Office Clerical Rates of Pay; Supervisor and Foremen Salaries; Personnel Policy and Practices;
- network with other companies including present and potential customers;
- meet with civic and political leaders to voice your concerns;
- attend periodic meetings on special concerns: i.e., deregulation of electricity, innovative compensation plans, new OSHA regulations, and workers' compensation;
- request research;
- access training grant money to pay up to ½ of your training costs (for manufacturers);
- send employees to the VIA supervisory training programs and management seminars.

Ohio Department of Development

77 S. High Street • P.O. Box 1001 • Columbus, OH 43216-1001

Phone: 1-800-848-1300 • *Web Site:* www.odod.ohio.gov

The **Ohio Department of Development** is responsible for the creation, retention and expansion of job opportunities for the State of Ohio. The Department, made up of eight divisions, administers both short- and long-term economic development programs. These programs make Ohio an industrial and technological leader throughout the United States. Department of Development programs help retain companies already located in Ohio, attract national and international companies to locate their operations in Ohio, and provide assistance to Ohio companies looking to export their products to new markets. Other programs assist entrepreneurial and minority business growth, help build healthy communities, and keep the state's businesses competitive in world markets.

Serving as a catalyst, the Department promotes partnerships involving local communities, the private sector, and state government. It frequently calls upon public-private sector advisory groups to assess the ODOOD programs and Ohio's business climate. Such groups include: the Ohio Job Creation Tax Credit Authority, the Ohio Economic Development Council, the Minority Development Financing Commission, the Ohio Housing Finance Agency, the Development Financing Advisory Board, the Ohio Coal Development Technical Advisory Committee and the Industrial Technology Enterprise Advisory Board.

The Department of Development has 12 regional offices located throughout the state. Ohioans can receive assistance in accessing the department's many programs through these offices.

The Community Development Division administers a variety of state and federally funded programs that benefit low- and moderate-income individuals and families. As part of the state's overall development efforts, CDD coordinates these programs to form a comprehensive strategy to build stronger, healthier communities throughout the state.

The **Office of Energy Efficiency** is located in the Ohio Department of Development (ODOD), Community Development Division (CDD). OEE has primary responsibility for the development of policies that promote the efficient use of energy and renewable energy resources. It works to develop and strengthen public and private partnerships that use energy efficiency to enhance economic benefits and better the environment in Ohio's commercial, industrial, residential, education and transportation sectors. Below is a summary of the primary services OEE provides to promote energy efficiency state-wide. For more information contact Sara Ward, Chief. Telephone number 614/ 466-6797, Email: sward@odod.ohio.gov. OEE Website: 222.odod.ohio.gov/cdd/oe.

Commercial / Industrial and Transportation Services

- Clean Cities
- Conversion Facilities Exemption
- Energy Efficiency Revolving Loan Fund
- Integrated Manufacturing Assessments
- National Industrial Competitiveness through Energy, Environment, Economics (NICE³)
- Ohio Materials Exchange
- Motor Challenge
- Rebuild America

Residential Services

- Home Energy Ratings
- Home Weatherization Assistance Program
- Ohio Weatherization Training Center

Education and Public Awareness Services

- Energy Efficiency Bookmark contest
- Energy efficiency Skills for Professionals
- Governor's Award for Excellence in Energy Efficiency
- Ohio Energy Project
- Ohio Public Facilities Maintenance Association